

# EDA

U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

## Process Improvement



**EDA**

U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

INNOVATION.  
REGIONAL COLLABORATION.  
JOB CREATION.

# Improving EDA's Investment Approval Process

Competitive. Transparent. Efficient.



## Current Environment

- In FY09, EDA awarded 162 Public Works or Economic Adjustment grants worth \$184 million through its normal EDAP appropriations.
- But, the requests certainly out number the available funds. In FY09 alone, EDA processed Public Works and Economic Adjustment grant requests for more than \$950 million, \$770 million more than EDA had available for those programs.
- From 2007-2009, the average time for a grant to be processed from *receiving* the initial application to the *awarding* of the grant was 291.5 days.
- We want to improve the process so that it is more competitive and applicants have much faster feedback to requests for funding.



## Process Improvement Goals

- Open and Accessible Process. Move away from “invitation” to apply.
- Data Driven Decisions. Evaluate applications based on verifiable data and known metrics.
- Improve responsiveness. Applicants get a positive or negative response in approximately one month, and generally receive final approval within three months.
- Transparent Decisions. With standardized competitive assessment tools.
- Enhance Competition. Rounds of funding will allow EDA to evaluate applicants against each other to select the best projects.



## Creating an Open and Accessible Process

- EDA has an excellent reputation for customer service.
- EDA will continue to provide this level of customer service to its existing customers.
- The new process will utilize public forums to open EDA's grant process up to new customers.



## Focusing on Data Driven Decisions

- EDA has always focused on using strong ROI metrics, such as job creation or retention and private investment, to evaluate its grants.
- For the new process, EDA has developed tools that allow us to enhance our data-driven approach and further quantify applications.



## Improving Responsiveness

- While EDA's regional office staff work hard to approve grants, the way the process is currently designed creates too many opportunities for delays.
- The new process is designed to eliminate delays and facilitate a faster EDA review.
- Within one month of the deadlines, applicants will know if EDA selected their project for funding.



## Promoting Transparent Decisions

- EDA is committed to providing more transparency in its approval process to help grantees understand why and how decisions are made.
- Adopting standardized tools and posting them online will help applicants understand how they will be judged.
- Results will be posted on the website, so applicants know what projects were successful.



## Enhancing the Competitive Process

- The rolling deadline under the current process doesn't allow for a truly competitive process.
- Moving to rounds of funding with set deadlines will promote a competitive process that identifies the most impactful projects.

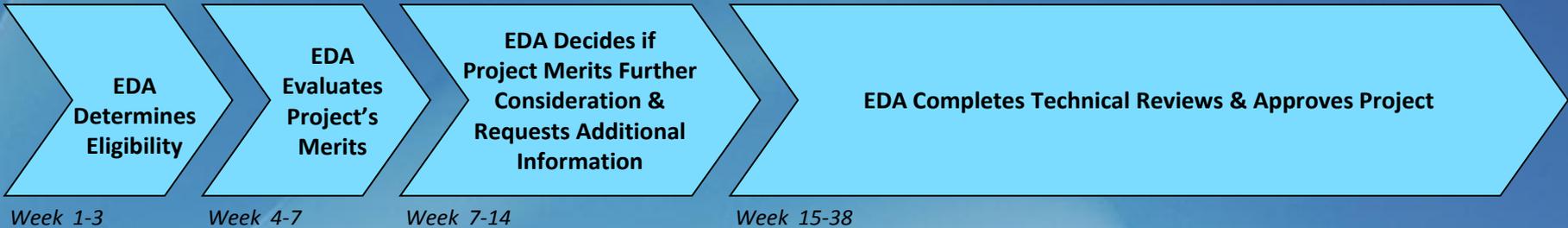


# Proposed Process

The **Current Approval Process** takes 38 weeks (9.5 months)

Applicant Submits  
Initial Application

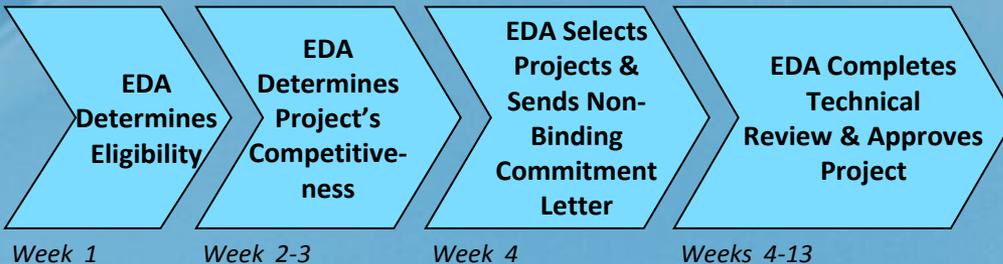
Applicant Submits Supplemental  
Documentation to Complete Application



The **Proposed Approval Process** takes 13 weeks (3 months)

Applicant Submits  
Complete Application

Applicant Completes  
Due Diligence as Required



## Key Elements of the Proposed Process

- EDA's competitive grant programs will move to quarterly funding cycles.
- EDA will provide open training forums and technical assistance for potential applicants.
- All proposals will be competitively evaluated against other submissions for the cycle using a set of standardized tools.
- Applicants will receive a denial letter immediately if their application will not move on to the next step of the evaluation process, and will receive a positive or negative response from EDA within one month.

